

# ADVENTURE WORK SALES

Overview

Sales and  
Forecasting

Sales and Discount

category based

Country

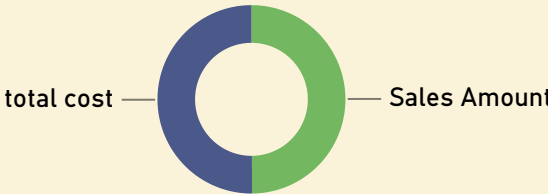
KPI & KI

Profit

Currency  
conversion

Sales ad total cost

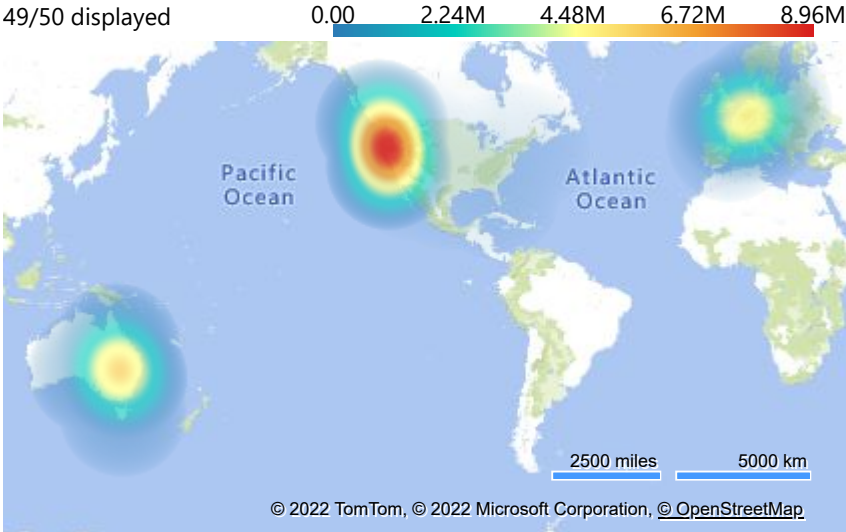
## Sales Amount and total cost



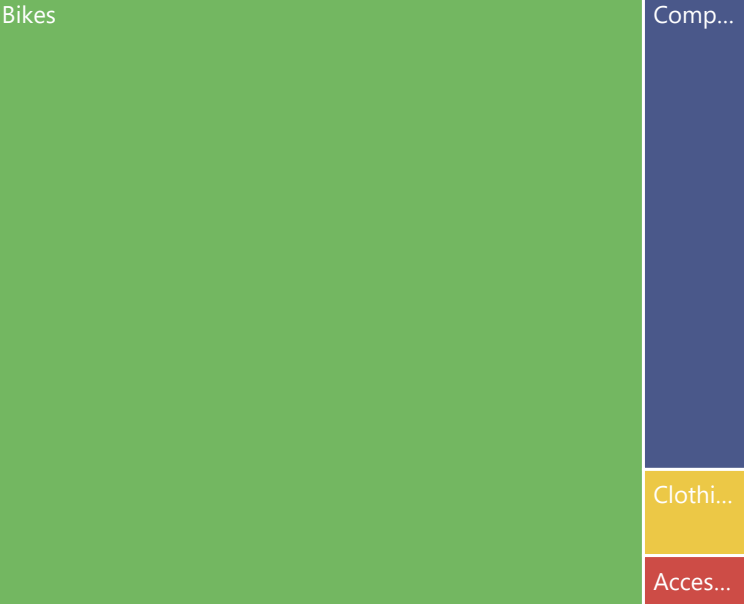
**-528K**  
Total profits

**110M**  
Sales Amount

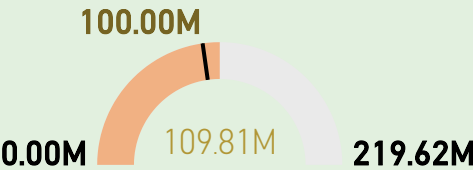
## tot. sales by State-Province



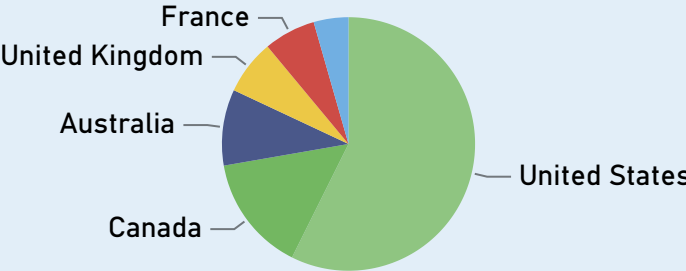
## Sales Amount by Category



## Sales Amount



## Sales Amount by Country



Help Q&A understand...

Add synonyms now

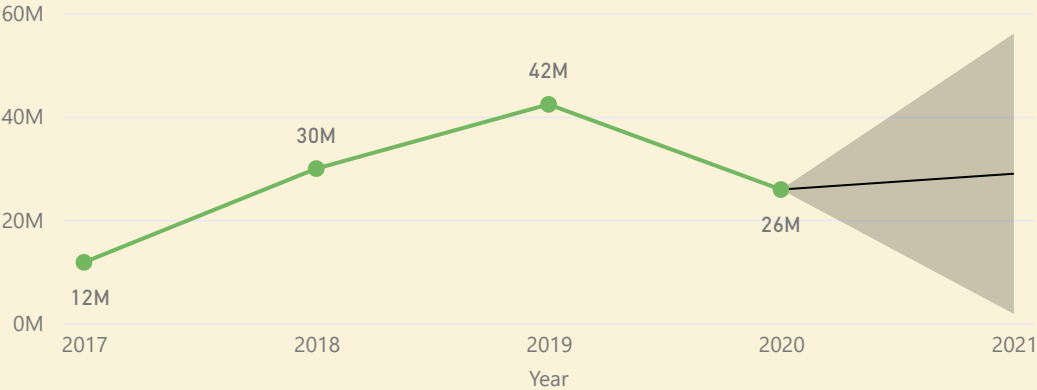
total subcategory

**37**

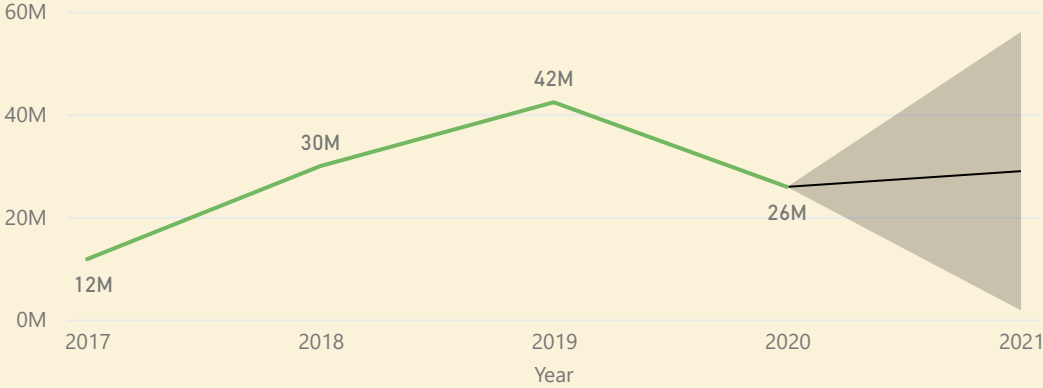
Count of Subcategory



Sales Amount by Year (Forecasting of 6 months)

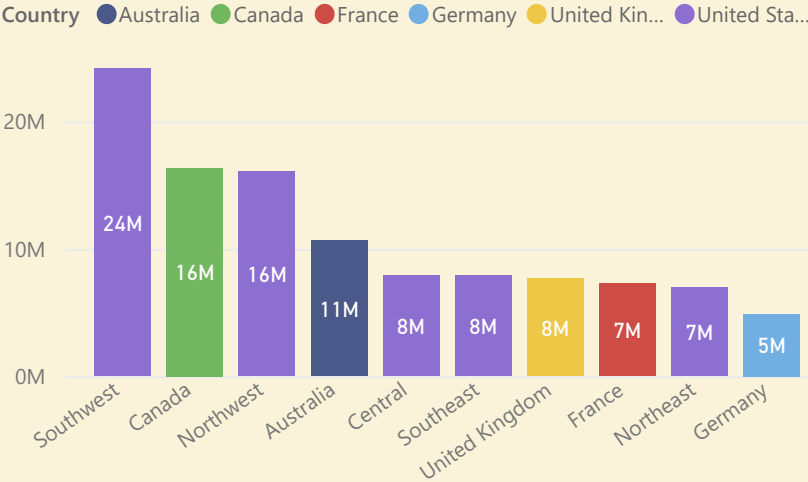


Sales Amount by Year (forecasting by 3 months)



Business Type	total cost
Warehouse	3,90,80,010.95
Value Added Reseller	3,50,99,462.03
[Not Applicable]	2,93,58,677.22
Specialty Bike Shop	67,98,631.89
Total	11,03,36,782.09

tot. sales by Region and Country



Year	Sales Amount	MoM%	sum
2017		23.29%	1,
2018		2.27%	2,
2019		5.48%	4,
2020		-16.43%	2,
Total		0.00%	10,9

Year	Sales Amount	YoY%	sum
2017			
2018		154.47%	
2019		41.60%	
2020		-38.95%	
Total		0.00%	10

Year	Sales Amount	QoQ%	sum
2017		126.45%	
2018		7.49%	
2019		14.28%	
2020		-35.03%	
Total		0.00%	10



Year, Month

- ✓ ☐ 2017
- ✓ ☐ 2018
- ✓ ☐ 2019
- ✓ ☐ 2020
- ✓ ☐ 2021

109.81M

Sales Amount

(Blank)

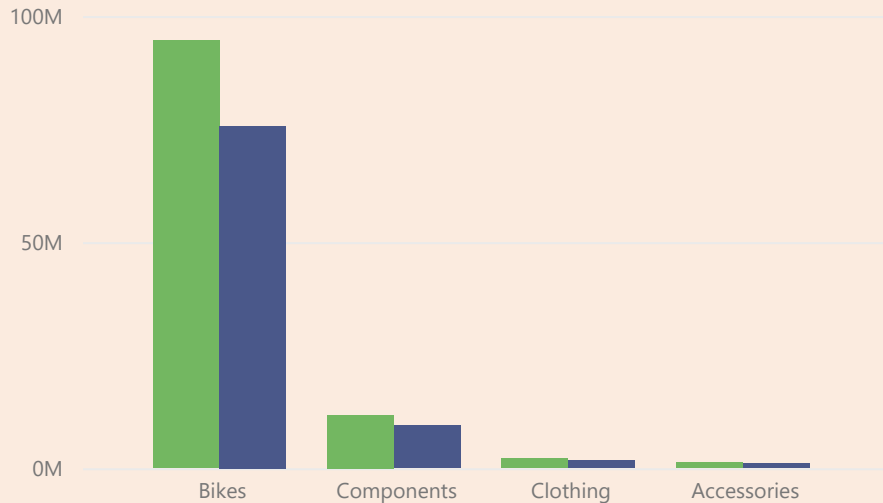
3 months ago sales

Discount Parameter

0.20

tot. sales and discount by Category

● tot. sales ● discount



Year	Month	Current month sale	Previous Month sale	Sales Amount running total	MTD	QTD	YTD
2017	July	9,19,251.52		9,19,251.52	9,19,251.52	9,19,251.52	9,19,251.52
2017	August	19,04,147.01	9,19,251.52	28,23,398.53	19,04,147.01	28,23,398.53	28,23,398.53
2017	September	23,64,124.32	19,04,147.01	51,87,522.85	23,64,124.32	51,87,522.85	51,87,522.85
2017	October	12,26,231.98	23,64,124.32	64,13,754.83	12,26,231.98	12,26,231.98	64,13,754.83
2017	November	31,14,272.00	12,26,231.98	95,28,026.83	31,14,272.00	43,40,503.98	95,28,026.83
2017	December	22,18,890.36	31,14,272.00	1,17,46,917.19	22,18,890.36	65,59,394.34	1,17,46,917.19
2018	January	11,55,340.32	22,18,890.36	1,29,02,257.51	11,55,340.32	11,55,340.32	11,55,340.32
2018	February	29,61,384.42	11,55,340.32	1,58,63,641.93	29,61,384.42	41,16,724.74	41,16,724.74
2018	March	17,70,466.81	29,61,384.42	1,76,34,108.75	17,70,466.81	58,87,191.56	58,87,191.56
2018	April	14,00,596.39	17,70,466.81	1,90,34,705.14	14,00,596.39	14,00,596.39	72,87,787.95
2018	May	22,92,229.11	14,00,596.39	2,13,26,934.25	22,92,229.11	36,92,825.50	95,80,017.06
2018	June	20,21,558.87	22,92,229.11	2,33,48,493.12	20,21,558.87	57,14,384.37	1,16,01,575.93
2018	July	23,04,212.57	20,21,558.87	2,56,52,705.68	23,04,212.57	23,04,212.57	1,39,05,788.49
2018	August	36,36,830.87	23,04,212.57	2,92,89,536.55	36,36,830.87	59,41,043.44	1,75,42,619.36
2018	September	37,07,611.99	36,36,830.87	3,29,97,148.54	37,07,611.99	96,48,655.43	2,12,50,231.35
2018	October	25,77,289.71	37,07,611.99	3,55,74,438.26	25,77,289.71	25,77,289.71	2,38,27,521.07
2018	November	31,84,093.60	25,77,289.71	3,87,58,531.85	31,84,093.60	57,61,383.31	2,70,11,614.66
2018	December	28,81,063.09	31,84,093.60	4,16,39,594.95	28,81,063.09	86,42,446.40	2,98,92,677.76
2019	January	21,79,673.66	28,81,063.09	4,38,19,268.61	21,79,673.66	21,79,673.66	21,79,673.66
2019	February	21,35,027.40	21,79,673.66	4,59,54,296.00	21,35,027.40	43,14,701.06	43,14,701.06
2019	March	27,83,213.64	21,35,027.40	4,87,37,509.65	27,83,213.64	70,97,914.70	70,97,914.70
2019	April	21,08,365.93	27,83,213.64	5,08,45,875.58	21,08,365.93	21,08,365.93	92,06,280.63
2019	May	30,50,724.65	21,08,365.93	5,38,96,600.23	30,50,724.65	51,59,090.58	1,22,57,005.28
2019	June	30,88,061.41	30,50,724.65	5,69,84,661.64	30,88,061.41	82,47,151.99	1,53,45,066.69
2019	July	32,90,316.30	30,88,061.41	6,02,74,977.94	32,90,316.30	32,90,316.30	1,86,35,382.99
2019	August	43,42,909.88	32,90,316.30	6,46,17,887.81	43,42,909.88	76,33,226.17	2,29,78,292.87
2019	September	54,17,810.89	43,42,909.88	7,00,35,698.70	54,17,810.89	1,30,51,037.06	2,83,96,103.75
2019	October	43,25,875.43	54,17,810.89	7,43,61,574.13	43,25,875.43	43,25,875.43	3,27,21,979.18
2019	November	45,27,493.47	43,25,875.43	7,88,89,067.59	45,27,493.47	88,53,368.89	3,72,49,472.65
2019	December	50,80,004.26	45,27,493.47	8,39,69,071.86	50,80,004.26	1,39,33,373.16	4,23,29,476.91
2020	January	37,50,622.28	50,80,004.26	8,77,19,694.14	37,50,622.28	37,50,622.28	37,50,622.28
2020	February	34,65,539.49	37,50,622.28	9,11,85,233.62	34,65,539.49	72,16,161.77	72,16,161.77
2020	March	48,04,447.52	34,65,539.49	9,59,89,681.14	48,04,447.52	1,20,20,609.28	1,20,20,609.28
2020	April	39,07,553.87	48,04,447.52	9,98,97,235.00	39,07,553.87	39,07,553.87	1,59,28,163.15
Total			10,98,09,274.20	10,98,09,274.20			

Sales Amount by Category

Bikes 94620526.207



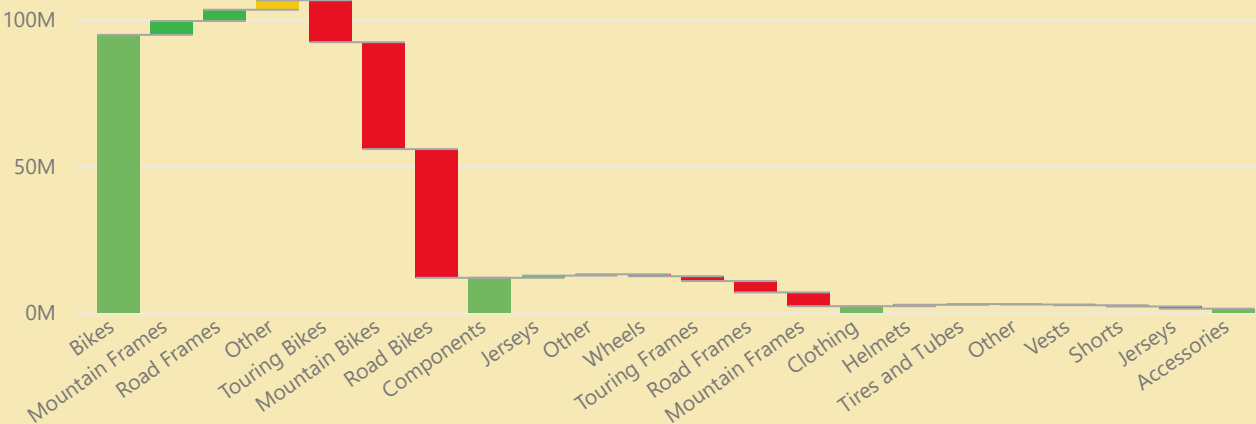
- Category
- Accessories
  - Bikes
  - Clothing
  - Components

sales for category ALL



sales for category ALL

Increase Decrease Total Other



sales for category ALL

95M

Sales Amount max per Category

sales for category ALL

27M

Sales Amount average per Category

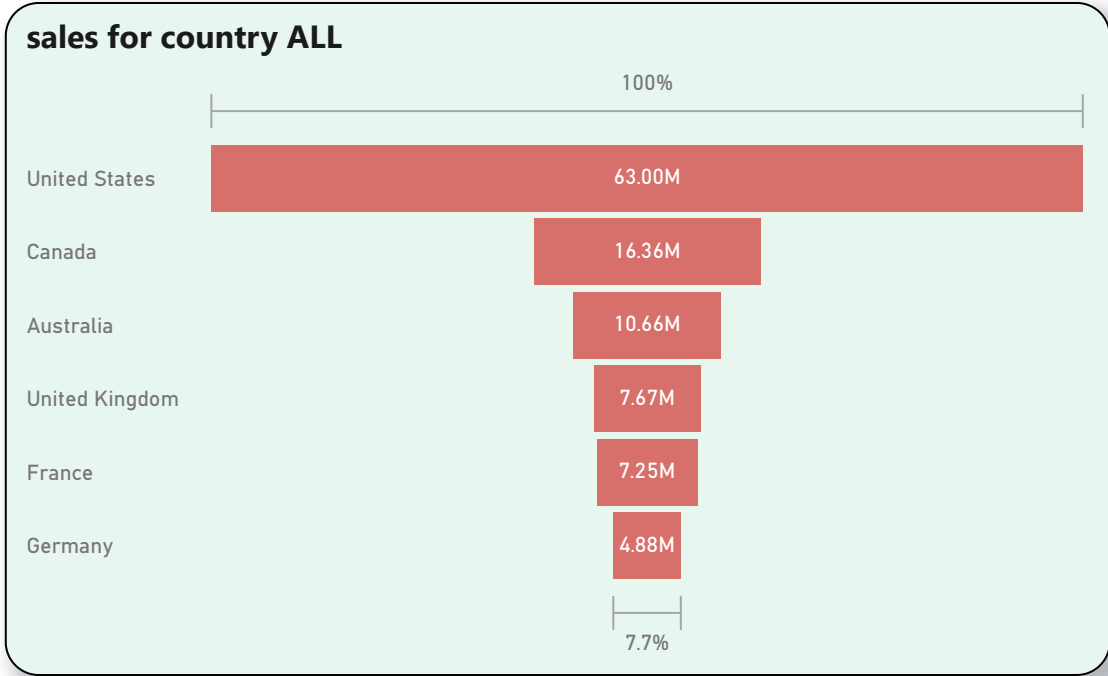
Category

Subcategory

Accessories



Category	Sales Amount	Order Quantity	Total profits
Accessories	12,72,057.89	61931	-6,688.02
Bikes	9,46,20,526.21	90220	-4,94,640.63
Clothing	21,17,613.45	73598	-20,964.49
Components	1,17,99,076.66	49027	-5,214.74
Total	10,98,09,274.20	274776	-5,27,507.89



Country

- ☐ Australia
- ☐ Canada
- ☐ Corporate HQ
- ☐ France
- ☐ Germany
- ☐ United Kingdom
- ☐ United States

Country-Region	City	tot. sales
		10,04,21,836.65
United States	Ballard	45,309.00
United States	Barstow	3,578.27
United States	Baytown	25.48
United States	Beaverton	1,61,959.43
United States	Bell Gardens	5,920.24
United States	Bellevue	2,049.10
United States	Bellflower	3,02,278.81
United States	Bellingham	2,07,613.25
United States	Berkeley	2,58,138.46
United States	Beverly Hills	2,02,696.96
United States	Billings	92.08
United States	Biloxi	82.59
United States	Birmingham	37.29
Total		10,98,09,274.20

Country	tot. sales	rank
United States	6,29,97,590.72	1
Canada	1,63,55,770.46	2
Australia	1,06,55,335.96	3
United Kingdom	76,70,721.04	4
France	72,51,555.65	5
Germany	48,78,300.38	6
Corporate HQ		7
Total	10,98,09,274.20	1

Help ... Add synonyms now

Ask a question about your data

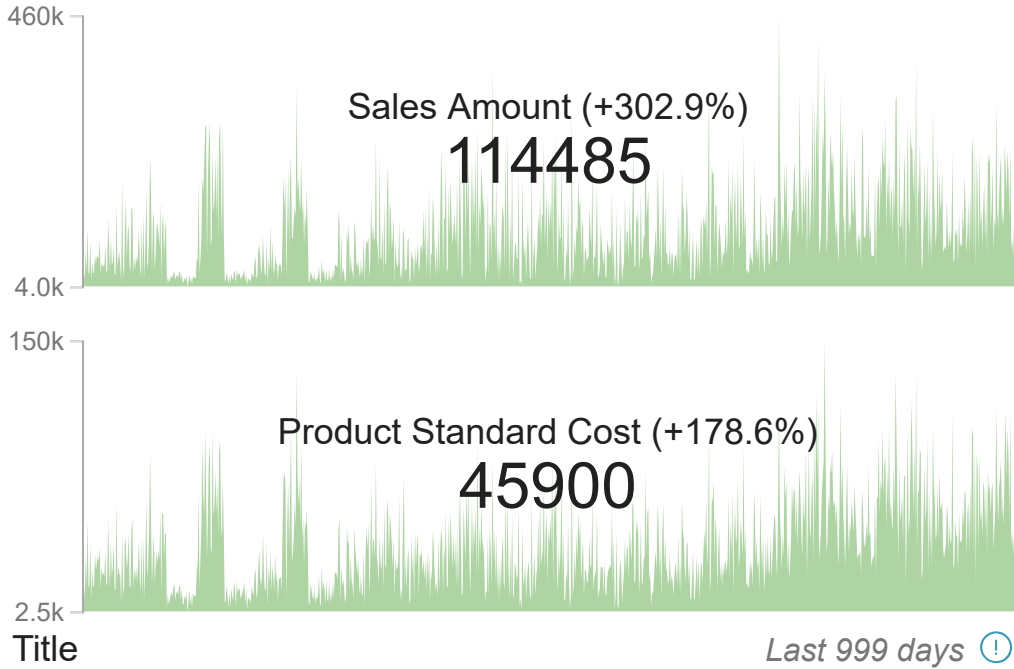
Try one of these to get started

total sales

sales per year



Sales Amount and Product Standard Cost by Date



Total Product Cost and Total profits by Standard Cost

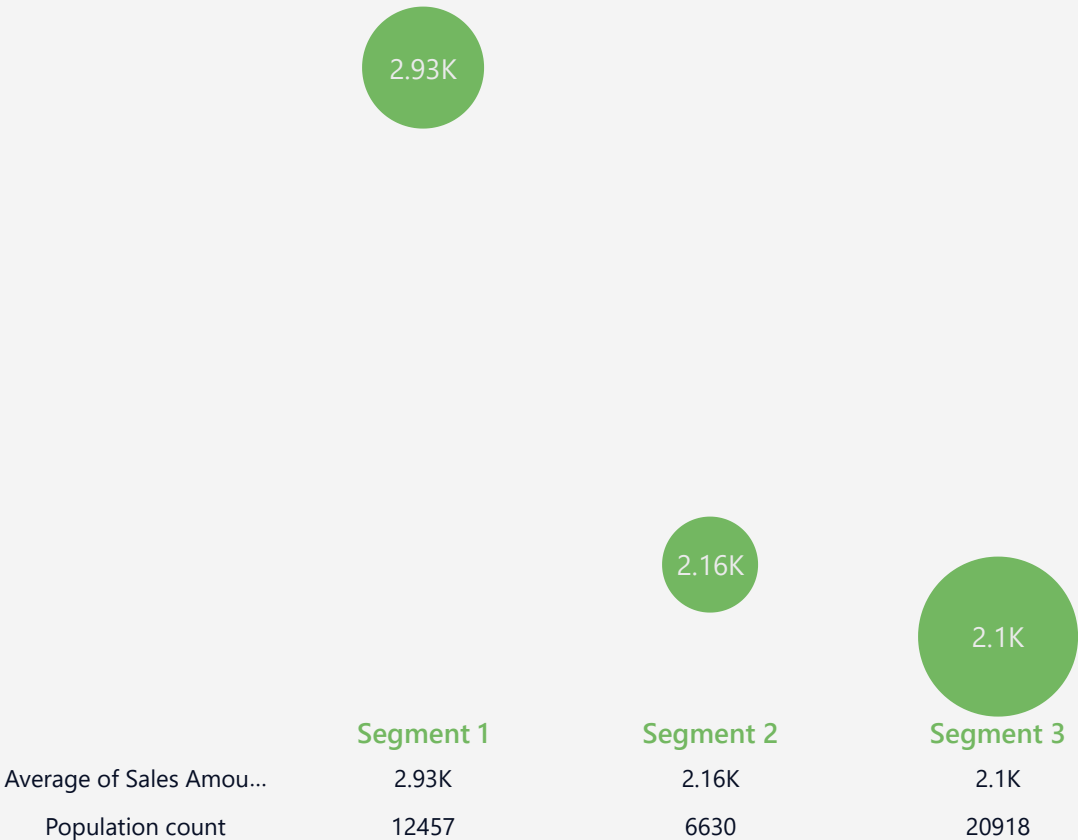
5.76M✓  
Goal: 0.00

Key influencers Top segments



When is Sales Amount more likely to be  ?

We found 3 segments and ranked them by Average of Sales Amount and popul...



Year	Month	total cost	tot. sales	Total profits
2017	July	9,19,251.52	9,19,251.52	0.00
2018	March	17,70,468.35	17,70,466.81	-1.54
2018	February	29,61,392.03	29,61,384.42	-7.61
2017	October	12,26,240.54	12,26,231.98	-8.56
2018	April	14,00,707.84	14,00,596.39	-111.45
2018	January	11,55,453.85	11,55,340.32	-113.53
2018	May	22,92,348.22	22,92,229.11	-119.10
2017	December	22,19,381.18	22,18,890.36	-490.83
2020	February	34,66,138.74	34,65,539.49	-599.25
2017	September	23,64,787.95	23,64,124.32	-663.63
2019	March	27,83,950.13	27,83,213.64	-736.49
2019	January	21,80,513.54	21,79,673.66	-839.88
2019	February	21,36,215.85	21,35,027.40	-1,188.45
2017	August	19,05,688.19	19,04,147.01	-1,541.18
2019	April	21,09,938.46	21,08,365.93	-1,572.53
2017	November	31,15,894.23	31,14,272.00	-1,622.23
2018	November	31,85,944.99	31,84,093.60	-1,851.40
2020	January	37,52,751.54	37,50,622.28	-2,129.26
2019	June	30,90,729.32	30,88,061.41	-2,667.90
2019	May	30,53,501.72	30,50,724.65	-2,777.07
2018	December	28,84,081.40	28,81,063.09	-3,018.30
2018	October	25,81,218.74	25,77,289.71	-3,929.03
2020	March	48,08,795.71	48,04,447.52	-4,348.19
2019	November	45,33,943.10	45,27,493.47	-6,449.64
2019	December	50,87,091.19	50,80,004.26	-7,086.92
2020	April	39,14,886.23	39,07,553.87	-7,332.36
2020	May	46,95,556.60	46,85,847.13	-9,709.47
2018	September	37,18,832.82	37,07,611.99	-11,220.83
2020	June	52,43,838.37	52,26,192.07	-17,646.30
2018	August	36,56,376.94	36,36,830.87	-19,546.07
2019	October	43,63,199.03	43,25,875.43	-37,323.60
2019	July	33,31,895.18	32,90,316.30	-41,578.88
2019	August	44,04,748.00	43,42,909.88	-61,838.12
2018	June	20,87,765.25	20,21,558.87	-66,206.38
2018	July	22,82,277.58	22,84,212.57	-78,165.03
<b>Total</b>		<b>11,03,36,782.09</b>	<b>10,98,09,274.20</b>	<b>-5,27,507.89</b>

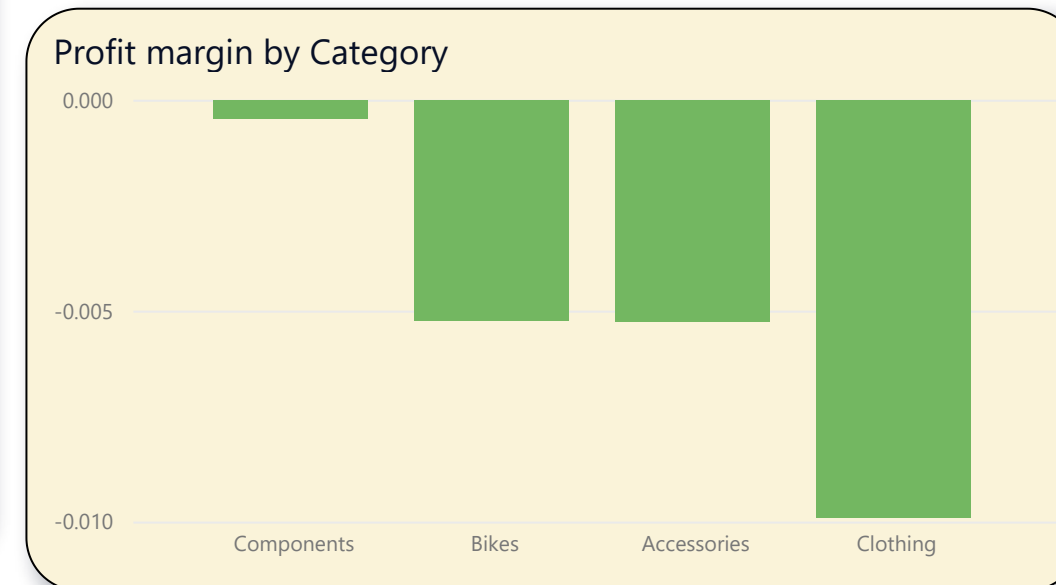
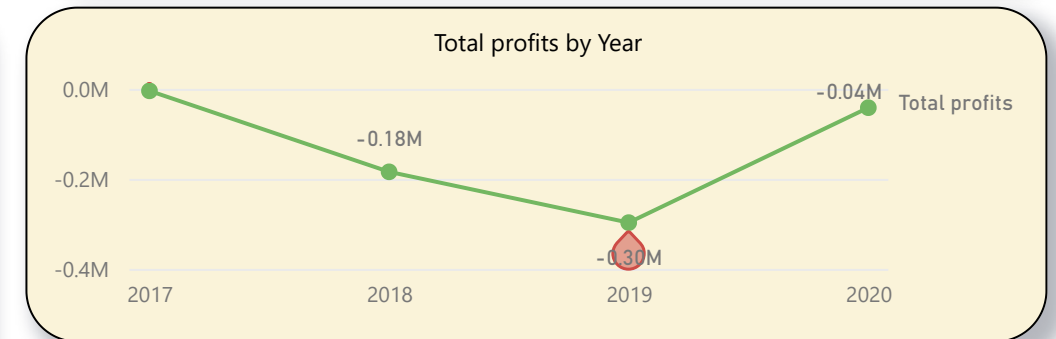


Profit margin trended down, resulting in a 338.84% decrease between 2017 and 2020.

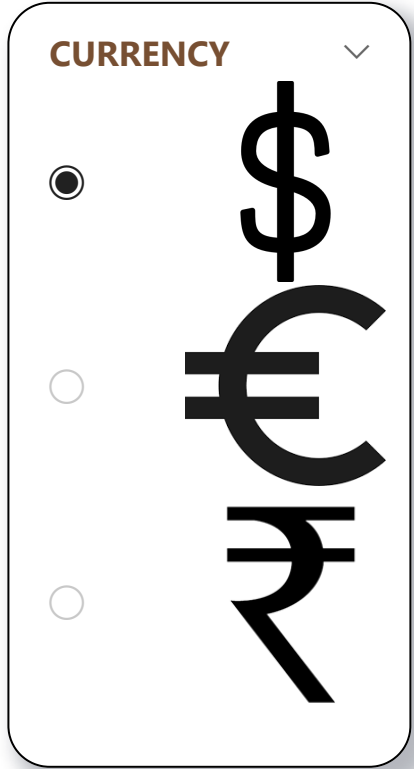
At 0.00, Components had the highest Profit margin and was 95.54% higher than Clothing, which had the lowest Profit margin at -0.01.

Components had the highest Profit margin at 0.00, followed by Bikes, Accessories, and Clothing.

Across all 4 Category, Profit margin ranged from -0.01 to 0.00.

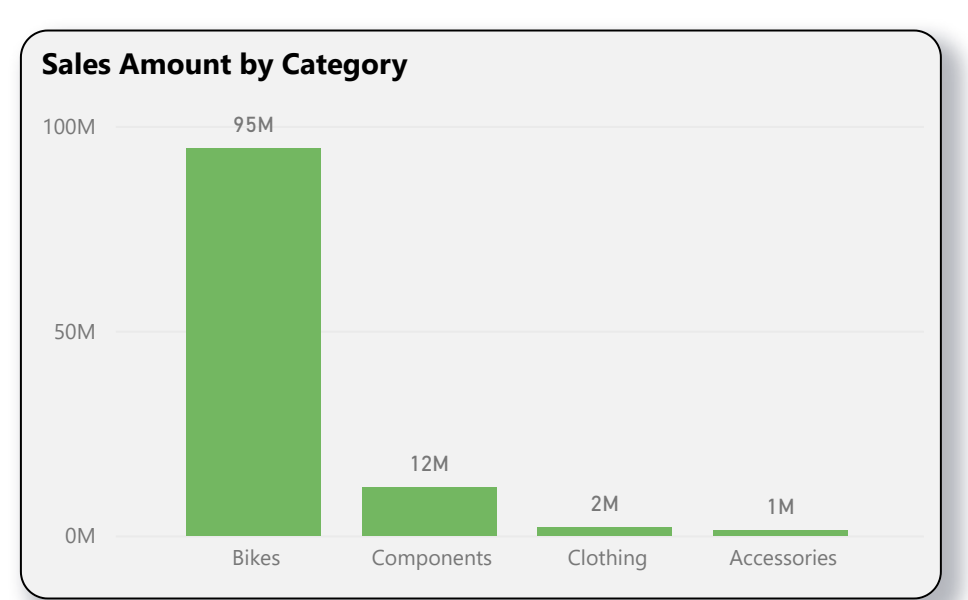
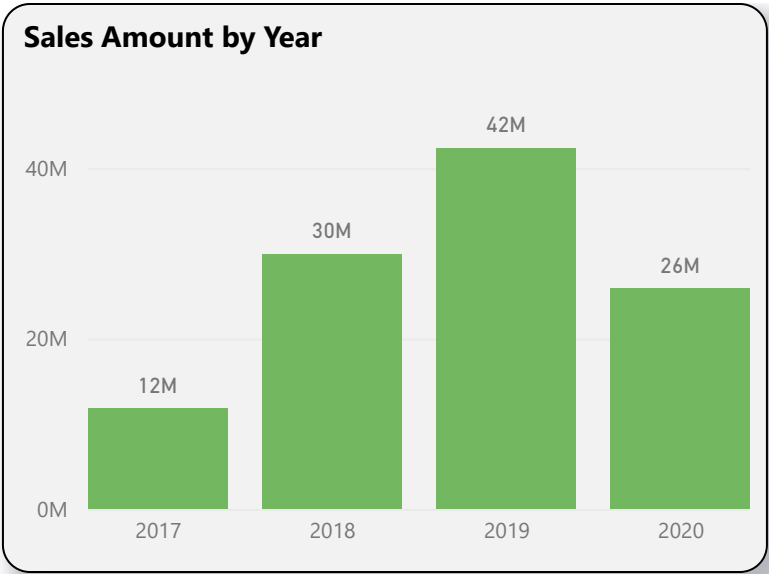






Category	Subcategory	Sales currency wise
Accessories	Bike Racks	2,37,096.16
Accessories	Bike Stands	39,591.00
Accessories	Bottles and Cages	64,274.79
Accessories	Cleaners	18,406.97
Accessories	Fenders	46,619.58
Accessories	Helmets	4,84,048.53
Accessories	Hydration Packs	1,05,826.42
Accessories	Locks	16,225.22
Accessories	Pumps	13,514.69
Accessories	Tires and Tubes	2,46,454.53
Bikes	Mountain Bikes	3,64,45,443.94
Bikes	Road Bikes	4,38,78,791.00
Bikes	Touring Bikes	1,42,96,291.27
Clothing	Bib-Shorts	1,66,739.71
Clothing	Caps	51,229.45
Clothing	Gloves	2,42,795.87
Clothing	Jerseys	7,52,259.39
Clothing	Shorts	4,13,522.53
Clothing	Socks	29,745.13
Clothing	Tights	2,01,833.01
Clothing	Vests	2,59,488.37
Components	Bottom Brackets	51,826.37
Components	Brakes	66,018.71
Components	Chains	9,377.71
Components	Cranksets	2,03,942.62
Components	Derailleurs	70,209.50
Components	Forks	77,931.69
Components	Handlebars	1,70,591.32
Components	Headsets	60,942.20
Components	Mountain Frames	47,13,672.15
Components	Pedals	1,47,483.91
Total		10,98,09,274.20





Year wise

Category wise

Blank

ALL

